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PERIODICAL

AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. L No. 5

SEPTEMBER 1, 1929

Per Copy 20c

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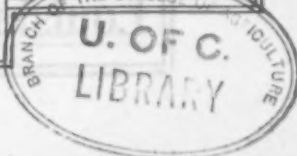
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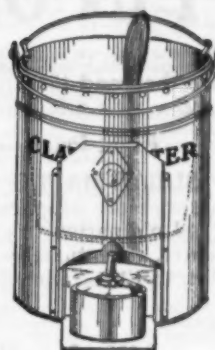
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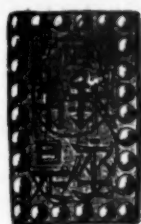
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PEONIES EXCLUSIVELY
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**FRUIT, SHADE AND
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FLOWERING SHRUBS
APPLE SEEDLINGS
PEAR SEEDLINGS**

and
FOREST TREE SEEDLINGS
for Fall 1929

If you are interested in
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HYDRANGEA PANICULATA
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AMERICAN NURSERYMAN — September 1, 1929

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

Advertising—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT
Editor, Manager.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and rates the welfare of the Nursery Trade above every other consideration.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

39 State Street,
Rochester, N. Y.

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HEADQUARTERS

Fall 1929—Spring 1930

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FRUIT TREE SEEDLINGS

You Ever Planted
FRENCH AND AMERICAN

PEACH TREES—Mostly budded from bearing buds.
Seed sowed in the spring, which insures a
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Balsam Fir
Douglas Spruce
Black Hills Spruce
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Come and examine the stock. We will tag trees
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Department C, Charles City, Iowa

The Preferred Stock

No. 2 OF A SERIES

NURSERYMEN WE
HAVE MET—By Jack & Perk



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this fall. Then suddenly they'll find themselves
out of some popular item and losing business in
consequence. They'll wire us and we'll handle
their orders with RUSH labels smeared all over
them—but just the same they'll have lost some
business they might have had.

The wise boys only make this error once.
Yours,

Jack

Our Fall Trade List is now ready. Are you on
our mailing list?

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Wholesale Only
Newark, New York.

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Our New 36 Page Wholesale Trade List Offers

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CORNUS	CATALPA SPECIOSA
FORSYTHIAS	CERCIS CANADENSIS
DEUTZIA	ELMS
EXOCHORDIA	JUGLANS
EVERGREENS	LIRODENDRON
HYDRANGEAS	LOCUST
LILACS	MAGNOLIA
LIGUSTRUMS	MELIA- T. UMBRELLA
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[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

VOL. L

ROCHESTER, N. Y. SEPTEMBER 1, 1929

No. 5

Roadside Development Nurserymen's Province

Field As Large As the Forestry Proposition Which Is Slipping Away—Will the Trade
Give This Serious Consideration—A Pointer

A PRACTICAL TEXT BOOK ON THE SUBJECT IS READY AT HAND

Apropos of the subject of roadside planting, to which we have especially directed attention, it is of interest to note that the Macmillan Company has just published J. M. Bennett's "Roadside Development," a volume of 265 pages with illustrations which Nurserymen generally will welcome as of direct assistance on this broadening subject inviting their active participation. The book is accurately described by its title. The author has been engaged in forestry, Nursery, landscape and road construction. He studied at Texas A. and M. College and Yale, and received the degree of Bachelor of Science in Forestry from Michigan State College in 1919. The next three years he spent in surveying, designing, and building roads and bridges for the Michigan State Highway Department, and in 1922 began the work of roadside development for the Wayne County, Mich., Board of Road Commissioners in its world-famous parkway program. During the last three years he has studied road improvements and public parks of nearly every state.

Motorists (which includes everybody) have noted the remarkable advance in highway construction in the last decade. Outdoor enhancement is peculiarly the province of the Nurseryman; and here, ready to hand, is a treatise on a phase of the Nursery industry that is a working tool indeed. At the very outset the Nurseryman's special interest is elicited, in that Chapter II discusses preliminary field work—availability of the original road plan for landscape purposes since road construction work precedes road development, preservation of existing trees and shrubs; cooperative relations with public utility companies so that planting may not interfere with public service lines, highway lights, etc.; type of soil, drainage, vistas to be maintained; spacing by means of speedometer; locations of plantings with regard to road center, etc.

Succeeding chapters deal with design, formal and informal, low-growing trees on the hill slopes and in depressions, tall-growing trees on the hilltops with open spaces for access to views; plantings not nearer than 200 feet from important road intersections and always on the outside of curves so as not to impede view of passing automobiles. Varying widths of roadway demand varying treatment. Underground construction must be taken into consideration.

The chapter on planting material will

prove of special value; and in this the author's practical experience is highly important. The same may be said of the chapter on actual planting operations. "If a program of roadside tree planting is being carried out for the first time," says Mr. Bennett, "there may be common opinion that the stock can be secured from nearby farms at greatly reduced prices. This may sometimes be true, but experience has shown that the cost is ultimately much greater. Practically all planting material should be purchased from reliable Nurseries." It is pointed out that trees properly grown in Nursery, transplanted and cultivated, have lateral roots which do not spread and which are vigorous beneath the crown of the tree, a fact which has much to do with the life of the tree. It is advised that Nursery stock for fall and spring shipment should be selected at the Nursery in August and that selections may also be made in February. Shipments in carloads are most desirable, a central unloading spot being advisable. Full description of methods of selecting and handling Nursery stock for roadside planting are given, with illustrations. Maintenance, tree trimming, parkways, etc., are subjects of other chapters.

In appendices are given laws bearing upon the subject of roadside planting. A bibliography cites authorities referred to. An index of 12 pages affords ready means of reference. The book may be obtained postpaid for \$5.15 from American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.

Oregon Bulb Capacity—"Within the next five years 75% of the country's gladiolus bulbs will be furnished by the Pacific Northwest growers and 95 per cent by Pacific Coast growers," said P. G. Bettendorf, manager of the Grants Pass Co-operative Bulb Association, Inc., Grants Pass, Ore. "I have been on a two-months' trip to New York, Chicago and the eastern bulb growing centers. I have studied the situation there, from the growing methods to the manner of marketing, and I am convinced that the future, for the Pacific Coast bulb grower, is very, very bright. Why, 28 carloads of Oregon bulbs were shipped east last year and 50 will be sent this year. And that increase will keep on mounting, through the coming seasons."

Batten Seed and Floral Co., Oklahoma City, Okla., has added a Nursery department of considerable size, specializing in evergreens though handling large quantities of roses, hedge plants and general ornamental stock.

Says Charles C. Shaw, Nurseryman and landscape gardener, to his Long Beach, Cal., neighbors: "To get the best results out of landscaping and gardening the advice of an expert is essential. After once being properly installed it is possible that this service will not be required, but when first putting in a lawn, garden or residence landscaping, scientific and expert knowledge is highly important."

International Visits—Thousands of things new under the Niagara sun—new in the way of small fruit selections and seedlings—were inspected by several experiment station workers and others from the United States who visited the Horticultural Experiment Station at Vineland Station and a number of fruit farms of the district recently. It was the second of meetings of United States and Canadian fruit experts who plan to visit a fruit breeding station in one or the other country each year. Last year the gathering took place at the New York State Agricultural Experiment Station, Geneva.

British Comment on Price Fixing—Says the Horticultural Advertiser, Lowdham, Notts, England—"In the U. S. A. no association may come to any agreement as to fixing prices, or restricting production, or get up and distribute a 'black list.'"

"Many of our members consider that the work of our association in recommending a scale of minimum prices is one of its most useful functions. Of course, it is easily understood that fixing prices might be carried to excess and become a menace to the public, but kept within proper bounds, it ought to be a benefit to all concerned."

Dr. H. Harold Hume, noted horticulturist and citrus authority, has been named chairman of the board of the **Glen Saint Mary Nursery Company**, Jacksonville, Fla. H. Ed. Cornell, Winter Haven, has been elected president to succeed the late George L. Taber. Dr. Hume at one time was president of the company, taking the place of Mr. Taber, founder of the company, when he retired from active interests for a time. Upon Mr. Taber resuming his business duties, Dr. Hume was made vice-president. Heretofore there has been no designation of the chairmanship of the board of directors. President Cornell has been with the company since 1912, and as vice-president has had charge during the last few years of the organization's citrus holdings in southern Florida. The ornamental Nursery of the company at Glen St. Mary, are 32 miles west of Jacksonville.

Arkansas Nurserymen's Association will hold its annual meeting in Siloam Springs Sept. 4-5. W. M. Moberly is president.

Trade Topics Directly Affecting Nurserymen

Outlined by Executive Secretary C. A. Tonneson Before Pacific Coast Association and Reported Upon by Special Committee—Of General Application

AMATEUR PLANTSMEN'S LANDSCAPING IS AN INJURY TO ALL

The report of the executive secretary, C. A. Tonneson, at the annual convention of the Pacific Coast Association of Nurserymen was referred to a committee, A. Brownell, B. A. Mitchell and B. R. Sturm which made the following recommendations based upon the high points in Mr. Tonneson's report:

First, the urgent problem before Nurserymen is the question of a more satisfactory margin of profit and how to obtain it. Surveys covering all parts of the coast, meeting with Nurserymen collectively and individually, serves for improvement in practice to grow on the basis of what can be sold. Unless the grower plants only according to his ability to market, disaster will surely follow. With a view towards co-ordinating supply and demand we would recommend closer co-operation in ascertaining market requirements, also in meeting marketing problems. Co-ordinating supply and demand is the most important problem we have to face.

One of the prime requirements in co-operation is close observation, both of grading standards and business practices.

National Advertising Campaign—Coming too late for visible results this closing season, is nevertheless a start in the right direction and should be supported. The scope of undertaking is such that only the idea or urge to plant something can be featured.

Combined Efforts in Shows—It was demonstrated last year, at different points on the coast, more than previously, that for most pleasing effects floral products and Nursery grown stocks must be shown together, to avoid monotony in either line, while with proper arrangement, together, the one intensifies the beauty of the other, impressing observers as a finished, pleasing picture. We recommend close co-operation with bulb growers and florists in exhibitions collectively and in landscape work.

Merger Propositions—Merger propositions are in evidence in many lines of business, but to some extent yet experimental. On account of the nature of the Nursery business there are many difficulties to be overcome before any merger might be consummated for practical operation. Continued investigation and study concerning such project is recommended.

Amateur Plantsmen—Much planting has been done in the past by "amateur" landscape men, not qualified either by education in plant materials, or experience resulting in unsatisfactory attempts at planting jobs, disappointing to owners of these places and demoralizing to the Nursery business. Therefore, we recommend closer cooperation with skilled and qualified landscape men. Nursery products show up best and give best satisfaction when properly arranged under scientifically designed plans.

Fruit Bud List—We suggest this should be carefully considered, for this season, as to selection of varieties which will most likely be in demand the following year and that the total be no larger than budded in 1928.

Important Suggestion

The trade is indebted again to P. J. van Melle, secretary-treasurer of the Poughkeepsie, N. Y., Nursery Co. for his vigilance in defending the commercial landscaping province of the Nurseryman. His communication, reproduced in another column, to the publicity committee of the A. A. N. is a timely suggestion. It includes merited praise of the conduct of the publicity in the National Campaign.

Will Nurserymen Honestly Cooperate To Keep Propagating Lists Within Range of Ample Supply for Market Demands—Three Sources of Waste

The question has been asked whether bulb growers will join forces with florists, or Nurserymen's organizations. The fact is they are becoming aligned with both and naturally so because their selling outlets are through both avenues and both need their flowers in connection with shows, under cover and in the open. Their large markets, in this country, will be through channels selling to planters in the open. In the southern parts of the United States, California to Florida, so many of these bulbous flowers are grown in the open, in winter months, shipped north by express and airplane services, sold below cost of production forced under glass.

Nurserymen will do well to push the sale of bulbs in connection with other Nursery stocks. The retail orders for these may be turned over to commercial bulb growers and shipped out direct under tags supplied by the selling or merchandising Nursery firms.

Project for Continued Stability

It has taken two years longer to reduce total plants in Nurseries sufficient to avoid having losses from brush piles than necessary because some did not see or take warnings in time, but the majority suffer by mistakes made by the few. The proprietor of a leading firm is emphatic in denunciation of such practice in over propagation. He states: "It appears the average Nurseryman deems it his particular duty to grow

a big surplus and go broke. He strives to provide to the planter two trees for every one that is wanted and as a result he strives just as hard to sell his trees at planter's own price and terms. The result is demoralizing. The planter concludes a tree has little value and that a Nurseryman is inclined to stupidity, in which latter he is correct.

The question now arises will Nurserymen honestly co-operate in plans to keep propagating lists within range of what may be termed ample supply for markets which may be developed, for continued stability, or will it be advisable to merge for central control to avoid needless losses while maintaining prices fair alike to members of the trade and the public. That is a question for careful consideration during the coming year.

From surveys carefully made it is determined that three sources of waste are: First, growing excessive quantities of unmarketables. Second, too much duplication in selling, broadly termed merchandising. Third, standardization. For want of proper standards both in production and methods of handling, uncertainties exist causing much waste. The first and third sources of these are being given careful attention, while the second is of such importance as to merit careful attention by a committee appointed for the purpose.

COMING EVENTS

Sept. 4-5—Southwestern Nurserymen's Ass'n., Fort Worth, Tex.

Sept. 9-10—Southern Nurserymen's Ass'n., Birmingham, Ala.

Sept. 10—Nebraska Nurserymen's Ass'n., Plumfield Nurseries, Fremont.

Sept. 18—Missouri Nurserymen's Ass'n., Kelsey Nurseries, St. Joseph.

Sept. 26-28—Cal. Nurserymen's Ass'n., Fresno.

At the Milford, Del., Meeting

The visiting Nurserymen were loud in their praise of the Lovett Nurseries, and commented freely upon the excellent condition in which they are kept. These Nurseries have grown to large proportions during the past few years and give employment to a large number of men. Started primarily as a privet Nursery several years ago, the Nursery now propagates all kinds of trees, plants, flowers and evergreens.

Florida Fruit Fly Quarantine—Based upon recommendations by the advisory committee of specialists appointed by Secretary Hyde, the U. S. D. A. has revised the Mediterranean fruit fly quarantine in regard to shipment of fruit. Restrictions regarding shipment of Nursery stock are continued approximately as before; movement thereof is under permit only.

John Nicolson, of the New York Bar, a member of the Hudson River Fruit Exchange and now a resident of Washington, D. C., has prepared a brochure on the revolving fund of the Federal Farm Board which all who are especially interested in the subject can read with profit.

An increase of public interest in agriculture and in activities relating to the industry during recent years is indicated by records being kept by the Pennsylvania Department of Agriculture.

Half Million Horticultural Project—Upon the success of a flower and plant show planned to be given in connection with the Dallas Fair in October, will depend a gift of \$500,000 for a great horticultural project on or adjacent to the fairgrounds in East Dallas. Texas Nurserymen are urged to make the flower and plant show qualify for the desired result.

The Adams Nursery Company, which has Nurseries on the Springfield, Mass., road is improving the appearance of the embankment adjacent to the Boston & Albany Railroad tracks opposite its holdings. The company has been planting Rambler roses on the side of the embankment. It recently presented to the newly treated Park Commission shrubs to be planted in the parks of Westfield.

Davey Tree Expert Co., Kent, O., has issued its fourth research bulletin, entitled "Fertilization of Shade Trees." Comparatively little has been written on the fertilization of trees other than fruit trees in orchard. In recent years the fertilization of shade and ornamental trees on private estates in the eastern states has resulted in renewed vigor to a marked extent. Illustrations thereof are shown and operations are described in the bulletin.

"When death comes to me," said old Stephen Girard, who was more than eighty, "it will find me busy, unless I am asleep. If I thought I was going to die tomorrow, I should nevertheless plant a tree today."

Planting a tree on the very last day—launching a new bit of life.—Bruce Barton "Plan to Plant Another Tree"—James A. Young.

Forest Nursery Co., McMinnville, Tenn., uses effectively: "The Planting of Trees and Shrubs Is an Expression of Civic Pride."

Attitude of the Public Toward Nurserymen

Unreasonable In Regard To Growth of Stock Sold—Replacing Stock Increases Carelessness of Planter—His Advice To the Purchaser

VETERAN NURSERYMAN GIVES STRAIGHT FROM SHOULDER IDEAS

By L. J. Farmer, Pulaski, N. Y.

There are some peculiar customs and notions in this world and one of them is the attitude the general public has toward the fruit grower and the Nurseryman. When I was attending Pulaski Academy, a school mate took an orange from a stand in front of a grocery store in Pulaski and it was soon noised all over town that this young man had stolen an orange. If he or anybody else had taken some apples or pears or even oranges from under a tree on a farmer's premises, nothing would have been thought of it. In fact, if the farmer had vigorously protested and gone so far as to have the young man arrested, there would have been a great howl about it and most everybody would have been against the farmer, and in sympathy with the one who helped himself to the fruit. Custom says that it is different, taking fruit from a farmer's tree or taking it off the stand of a fruit vender. But, really, is it any different?

A farmer or dealer in cattle or horses, sells an animal to another farmer or to somebody else, and unless there are some promises made that are not carried out or the animal is misrepresented, that is the last of the deal after the money is paid over. If the animal dies the next day or at any other time, there is nothing said about it, unless, of course, there are other complications. It is nothing uncommon for an animal to die during the winter, or at any time, and it is treated as a matter that concerns the purchaser, not the seller.

A Nurseryman sells a planter some trees or bushes and no matter what the weather may be afterwards or what care they may receive in planting and after treatment, if any of these trees or plants die, even within a period of two or three years, the planter has a feeling that something was wrong about them and that the Nurseryman should make good in some way, either by replacing the stock free or by returning the money paid for them.

No one will dispute the fact that only live, healthy and vigorous plants and trees should be paid for. The Nurseryman has his reputation at stake and if stock which he sells turns out badly he suffers in more ways than one. While he may not indorse the slogan, "The customer is always right," he in effect has to recognize it many times and replaces goods free, just to keep on good terms with his customers, although he knows that the failure was due to conditions beyond his control, even if not directly to the carelessness and neglect of the planter.

The general public is very ignorant as regards the proper planting and area of plants, shrubs and trees. If there is an agreement that the stock will be replaced if it does not live, it makes them even more careless and indifferent as to when and how they plant it and take care of it afterwards. If it was thoroughly understood that the responsibility for the living of the stock was entirely on the planter, there

would be less stock set carelessly and it would be planted more promptly on delivery, with the result that there would be fewer losses; in fact, we believe losses would be reduced to the minimum. I am writing this article July 4, 1929. Today I met a fellow townsman on the street and casually asked him how his shrubs and trees were doing. He replied that they were all right, and he must hurry home and plant them. I remarked that I was surprised that he had not planted them yet. He said they were doing nicely. They were down cellar and leafing out. When I got home, I looked up his order and found that he had got the stock of us June 1. These shrubs had been in his cellar over a month and even if they live, they are very likely to die this winter. Because of their weakened condition, they cannot possibly recover this season the vigor they should have to go through our northern winters and leaf out in the spring.

A woman who worked in our office for years purchased some Nursery stock of an agent who canvassed from house to house. Other Nurserymen tell me that it is quite common for employees of Nurseries to buy their supplies of Nursery stock from other concerns. We think nothing of this, as it works both ways and people get a certain "thrill" when they buy or get something from a distance. This woman made arrangements with one of our men to plant her trees and to be sure he got them in the right places. She opened the package in the morning before she came to work and placed each tree just where she wanted the holes dug and the tree set. It was a very cold day in April and the wind blew strong from the west all day. These trees were in the wind and sun all day and until after 6 p. m. before they were planted. The Nurseryman protects his trees by packing in moss wrapped with waterproof paper and with flag to protect the trunk and branches from bruising, but he cannot follow up and see what is done with them after they get into the hands of the purchaser.

Our advice to planters is: "When you get plants or trees of a Nurseryman, treat them as your own property and not as if they were still the property of the man you bought them of. If the Nurseryman sells his goods with the understanding that they will be replaced if they die, he must needs have to charge enough more to insure himself against this loss, or do business with no profit. The practice of offering to replace stock that dies, is a pernicious one which works to the detriment, not only of the Nurseryman but the planter himself in the long run. In cases where it can be shown that neither the planter nor the Nurserymen are at fault, we believe it only fair that they share the loss equally; that the Nurseryman replace the dead plants and trees at half price. This, the Nurseryman should always be willing to do.

OHIO NURSERYMEN'S ASSOCIATION

Royce M. Pickett, Clyde, Secy.

Some 125 members and their wives attended the annual summer meeting of the Ohio Nurserymen's Association in Lake County, in and around Painesville, Aug. 15-16. The association was the guest of the Lake County Nurserymen's Association. Prof. A. P. French of the Massachusetts Agricultural College talked on the identification of fruit tree varieties by leaf characteristics. Following this, the meeting adjourned outdoors where Charles F. Irish of Cleveland gave a demonstration of the use of compressed air in improving vigor of trees. A crew of men equipped with an air compressor mounted on a truck demonstrated boring of holes and forcing fertilizer into the ground with compressed air. Mr. Irish had previously discussed the application of this method to fruit trees. Following the demonstration, two baseball games were played and there were stunts such as husband calling by the women and hat making by the men. That evening the visitors were guests of the Lake County Nurserymen at a banquet in the club house. This was followed by dancing.

On the second day, a 50-mile tour of the extensive Nursery district of Lake County was made. Visitors were present at the meeting from Michigan, Illinois, Kentucky, Pennsylvania and New York.

Manchester, Conn., Herald is conducting a department headed "Home Modernizing" which attracts considerable attention. A. E. St. John, manager of Oakland Nurseries, referring to the interest on the part of Herald readers, said:

"Too many home owners are satisfied when they have started the lawn and set out a few shrubs. They forget that a little attention to landscaping will often double the attractiveness of the home.

"Then, too, the type of shrubs and flower gardens depends largely on the design of the residence. A formal garden, severe in its outlines, is satisfactory only when the dwelling is designed on a formal plan. Many homes lie on the border and only a trained landscape artist can decide definitely the arrangement of the gardens."

MISSOURI NURSERYMEN'S ASSOCIATION

Geo. H. Johnston, Kansas City, Secy.

The Missouri State Association of Nurserymen will hold its summer meeting in St. Joseph, Mo., at the plant of The Kelsey Nurseries, Sept. 18 in connection with a field day. The program is as follows: Morning visit to Nursery fields and discussion of stock and growing methods. 12:00 noon—lunch. Talks by leading horticultural men of the state and business session. Afternoon—visit to remainder of Nursery fields, trip through the boulevard and park system of St. Joseph, also to the Rosecrans Air Field. Treats and a general getting together for a good time. The hosts extend a cordial invitation to all who can attend.

AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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ADVERTISING RATES on Application
Advertisements should reach this office by the 10th and 25th of the month previous to the date of publication.
If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., SEPTEMBER 1, 1929

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammeled lines.

"The dean of Nursery Trade Journalism."—John Watson.

Valuable Beyond Estimate

All the advertising in the world will not build your business, it only creates a little more demand and you must back it up with efficient merchandising, not merely order taking.

Nobody wants to buy advertising, but what business can get along without it? Advertising has little value in itself; but the desire it creates, the knowledge it conveys, the cause to which it spurs us and the time it saves are valuable beyond estimate.

The power of the printed word depends upon the thought behind it. All things come to the other fellow if you only sit down and wait. Advertising helps to get the new customer. Why not employ it to hold him? Advertising should be prepared for prospective buyers not for advertising men. Successful advertising factors are regularity, persistence and continuity.

When customers ask questions they are entitled to complete, correct answers. Don't expect one little piece of advertising to bring in an avalanche of orders; the biggest snowdrift piled up flake by flake.—H. G. Loftus, St. Paul, Minn.

E. M. Quillen, of the Titus Nursery, Waynesboro, Va., was among those who benefitted greatly by attendance at the Boston convention of the A. A. N. He is especially interested in landscape gardening and was pleased to note the plans for placing the industry on a still higher plane. The Titus Nursery is one of three in Virginia in which graduate landscape architects hold important positions.

The Mirror of the Trade

ANOTHER OPPORTUNITY

As one notes the extent to which government grown seedling production has progressed, the thought arises that Nurserymen missed an opportunity years ago. It may seriously be questioned whether the Nursery trade might not have supplied seedling trees for planting on waste land if they had been prepared to do so and had pushed the proposition vigorously, using the now well-known stock argument for reforestation.

Now another opportunity is suggested by the frequent references to advisability of systematic roadside planting—not only of trees, but also of shrubs. Soon we shall hear more of government supply of trees and shrubs for this purpose. Municipal Nurseries are doing this to considerable extent already. That one Nursery concern, at least, is giving this subject attention is shown by the following announcement in an exchange:

The possibilities of beautifying our main highways by means of trees, flowers and blooming shrubs inspires the hope that some day public demand will make them possibilities, at least in a large measure, realities. Many good things come from demonstrations. Near Louisiana, Mo., the state highway commission is setting out groups of spirea at intervals of from 200 to 300 feet for a distance of about 30 miles. The plants are a gift from a Louisiana, Mo., Nursery. The gift is generous, but probably a mighty good investment. When these groups of spirea attain blooming growth they will be an example that will be sure to inspire an extension of highway treatment. Indeed, such examples are numerous in some of the states, especially as to the planting of trees. Perhaps in time beauty along our principal motor car routes will be so compelling that almost everyone will respect it, including the beauty nature has provided. If so, then we shall not have billboards and similar disfigurements.

If the proposition is deemed practicable it should be entered into wholeheartedly, with contracts all in advance of delivery and arguments based upon a working plan which would appeal to the authorities. Sentiment in favor of shrub and tree planting on roadsides might be worked up so that the public would indorse the plan. Sections of a few hundred miles of roadway thus planted in various parts of the country photographed when the shrubs are in bloom would attract special attention and photographs could be made available as propaganda.

What do our readers say?

COAST ASSOCIATION'S HIGH IDEALS

Under the guiding hand of Executive Secretary C. A. Tonneson and with the cordial support of the officers and leading members, the Pacific Coast Association of Nurserymen has accomplished and is persistently accomplishing a great deal in the advancement of the Nursery industry. Ideals have been constantly proclaimed and standards of practice have been put upon a high plane. There is, of course, necessity for continuous promotion of education along these lines, to the end that not only the members of the association but the trade generally in the territory covered shall realize more and more the high value of ethical practice, sustained activity through publicity channels and vigilance in maintaining the confidence of the planting public.

At the recent annual convention of the Pa-

cific Coast association, Chairman C. B. Lewis, of the educational and publicity committee, directed attention to the necessity for closer individual cooperation on the part of members, constant study for advancement and utilizing time to the best advantage. He intimated that Nurserymen may be keeping their noses too closely to the grindstone, and might profitably take time for broad surveys in order to embrace time-saving and labor-saving methods. As means for so doing he said:

"I believe the various committees should make more definite plans and become more active in the way of definite progress. Increase in membership should be pushed on the basis of efficiency to maintain the standard of dependable products; and your committee is agreed that one method would be to make more use of the trade papers as mediums of contact.

"Again, since the executive secretary and the official family of the P. C. A. of N. are our representatives and the mouthpiece of our membership, we should endeavor to support them more conscientiously. Your executive secretary has shouldered a great share of the big job and is accomplishing wonders—in fact he has demonstrated that miracles of the present day are still possible. The load has increased. Let us rally to the cause and clinch our ideals by concerted action. The Nursery business demands a brighter and should receive a better outlook."

BRITISH HAVE SIMILAR PROBLEM

Nurserymen in Great Britain have had occasion to note forms of competition which actually or potentially present the element of unfairness. The sale of produce from private places is a growing practice. Nearly every garden of the dukes is a market garden, or something like it. The suggestion is made that fair conditions for such disposal would require that standard wages be paid to employees, payment of the ordinary traders' taxes, income tax from sales, etc. If, however, the produce, while represented to be mere surplus, is deliberately produced for sale by cheaper labor and is untaxed as the Nurseryman is taxed, such competition is regarded as unfair.

A writer in the Horticultural Advertiser, Lowdham, England, says:

A town in Essex has a florist's shop run by its own local council. In other words, the florists of that town have to contribute rates to the upkeep of their own competitor. This is an abominable practice which public opinion should not tolerate, for it is unjust. At present there is not much of this sort of thing, although I noticed that the ground around the Royal Pavilion at the Royal Agricultural Society's Show at Harrogate was landscaped by the Harrogate Corporation.

I was recently informed that the Long Ashton Experimental Station was supplying apple trees to cider growers, and I believe the information to be correct. Here again is a public institution, supported partly by public money, entering into competition with the Nurseryman. It is the sort of thing which if allowed to develop, will spread until quite a lot of superintendents of such institutions will be producing stuff for sale. I am not at all sure that it is legal for public bodies, supported by public money for a given purpose, to trade on their own account.



THE ROUND TABLE

Comment and Suggestion

By Readers For the
PROGRESS OF THE INDUSTRY



Hopes This Offer of Aid May Be Declined

The following communication, under date of Aug. 18, to E. C. Hilborn, publicity committee, A. A. N., Valley City, N. D., is self-explanatory:

Dear Sir: According to accounts in the trade papers of the report of the A. A. N. Committee on Trade Relations an offer was received from the American Society of Landscape Architects of assistance in the preparation of advertising copy for the National Campaign. This offer, according to the report, was referred to the advertising committee.

Allow me to express the hope that this offer of assistance may be declined with thanks.

The advertising copy used thus far in the campaign has been of excellent quality. It serves the particular ends of the Nurseryman. It advertises both his stock and his service as a designer and consultant. That is as it should be, since the Nurseryman pays the bills.

Now the only conceivable influence to be expected from any assistance of the Society of L. A. is the infusion into the Campaign of the idea of Professional Design. That idea is not compatible with the intentions of the Nurserymen who pay for this Campaign. To them the functions of design are a necessary and legitimate merchandizing feature. The idea of Professional Design must be scrupulously kept out of this Campaign.

It will undoubtedly be borne in mind by the advertising committee that the creation and capitalization of public distrust of the Nurseryman is in practice, if not in principle, part and parcel of public professional utterance; that the Profession of L. A. constantly and publicly endeavors to discredit the Nurseryman as the councillor in planting matters, presenting him before the public as a mere and over-anxious salesman of Nursery stock. Also, and chiefly, that the Profession of Landscape Architects avoids paid advertising of any sort and that the infusion of the idea of Professional Design into this Nurserymen's Campaign would secure for the profession, gratis, an inordinate amount of advertising benefit at the expense of Nurserymen.

P. J. VAN MELLE

Poughkeepsie, N. Y.

T. P. Oliver of Topeka, Kan., who, a few years ago, started a Nursery in Rocky Ford, Colo., for the special purpose of growing Mahaleb has been so successful in the venture that he has recently acquired a larger acreage and will devote the new land to the growing of other Nursery stock. With each season the volume of business has grown rapidly and Mr. Oliver predicts that before many years, with the favorable conditions that are found there, hundreds of acres will be devoted to the growing of Nursery stock. Already several other Nurserymen are reported to be looking the ground over with a view to starting branch plants in the valley.

Pacific Coast Seedlings

Editor American Nurseryman:

In regard to the recent action of the government in prohibiting the importation of Mahaleb and Myrobalan after June 30, 1931, would say:

We have been growing Mahaleb cherry and Myrobalan plum for the past three years in the vicinity of Portland with very good success. We find that the stock does not branch above the ground too excessively, makes up to a good size and above all it ripens up well and gives first class satisfaction when transplanted. The results with our seedlings this year have been fine and we are very much encouraged over the outlook as compared with five years ago.

We know that we can produce a good seedling here and the past two years results will soon show that to the users of the stocks. It only takes a little success to show the users that the stocks are all right and they will soon be using them with just as good results as with the imported stocks.

Also, we can grow all the country needs if Nurserymen will use them. Of course, the results of the first few years were so disappointing that it is hard to win the users over again; but they will come and there is no question that we can supply the demand with good satisfactory stock.

A. MCGILL & SON

W. E. McGill

Portland, Ore.

Parker Family History

"Family Histories: Records of Home Study in the Parker Family" is the title of a 100-page book produced by the well known Nurseryman of Tecumseh, Okla., Jim Parker. For 40 years systematic home study has been in operation in the Parker family. The book is profusely illustrated with portraits and scenes covering a period of 65 years. Included is an account of the Grand Mountain Typewriting School conducted through correspondence by Mr. Parker in the interest of his nieces and nephews. Twenty-one pupils have been graduated. Seven generations are encompassed in the history which covers experiences in pioneer days in Tennessee, Missouri, Kansas, Arkansas and Oklahoma. Aside from the special interest in the unique book on the part of the large Parker family, there is general interest in it on the part of those who know through frequent occasions of intercourse the Parker Nurserymen who have been trade convention attendants for many years. One of the hundreds of engravings in the book portrays George, Jim and John Parker and C. M. Wall surrounded by a carload of baled Nursery stock from Jim Parker's Nursery at Dutton, Ark., delivered at Tecumseh, Okla., in 1902. Two hundred orders were represented amounting in value to \$1500, 75% of which was in one-year apple trees. Lewis E. Parker who started the Parker & Sons Nursery in Aurora, Ark., in 1887, died May 22. [A. N. July 1, p. 14]. His sons, George and John, Fayetteville, Ark.; Elmer, Aurora, Ark., and Jim, Tecumseh, Okla., continue in the Nursery business.

The general professional exhibit displayed by the Perkins Nursery, St. Paul won first place in the fourth annual National Junior Horticultural society show in Minneapolis.

Uncle John an Octogenarian

John C. Chase, president of the New England Historical Genealogical Society observed his 80th birthday right after the Boston convention. A luncheon in his honor and that of another octogenarian was given at the Parker House, Boston, July 27 by the board of trustees of Pinkerton Academy, Derry, N. H., of which Mr. Chase is senior member, having been elected in 1894. He has been secretary of the board since 1901. He was graduated from the academy in 1869.

Mr. Chase has little time to note particularly the march of years. Probably no member of the A. A. N. can remember when he first saw the most noted living representative of historic Derry at a convention of the Nurserymen's national organization. His remarkable activity has kept the name of the Benjamin Chase Co., before the trade for decades, and in his affable way his regular attendance, not only at conventions of the national trade association but also at those of state and district associations, has been characterized by social contact in marked degree with old and young in the membership, so that "Uncle John" is the center of group after group in hotel lobbies and on convention side trips. Annually from coast to coast he makes the rounds of the stated trade gatherings, always a welcome and honored guest and in numerous cases a full-fledged member.

A schoolmate of Mr. Chase, at Chester Academy, C. A. Wilcomb, who was at the Parker House birthday banquet said:

My outstanding recollection of Col. Chase is that he would stand at the black-board and reel off yards and yards of the additions, subtractions, definitions and abstractions, et cetera, of geometry. As I recall so far as I could understand, it was something like this: Add the square of the base of a right angle triangle to the perpendicular, multiply by the hypotenuse, extract the square root and you will have the number of miles from Dan to Beer Sheba. I never contradicted him for he spoke as though he made the book. I voice the sentiment of all Chester friends when I express congratulations on passing the 80th milestone, and hitting on all cylinders.

The new leader will base his policies and decisions on facts—not emotions or opinions. He will use the best experts, laboratories, market surveys, statistics, trade associations, government research agencies and highly skilled associates—Edward A. Filene

Say you saw it in American Nurseryman.

F A C T S

You Should Know
About

IRRIGATION SYSTEMS

Why March brass fittings resist minerals and will not rust or corrode.

Why March Rain-fed crops yield greater returns.
Write today for March Irrigation Facts.

**MARCH AUTOMATIC
IRRIGATION COMPANY**
Muskegon,
Michigan

March's Automatic Irrigation

THIS PAGE PRESENTS

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock
Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1919.

H. L. Haupt, Secretary, Hatboro, Pa.

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY, UNDER YEARLY CONTRACT.

Hill's Evergreens

COMPLETE assortment of lining out sizes. Also larger grades for Landscaping. Send for our wholesale catalog. Also descriptive booklet in colors.

D. HILL NURSERY CO.
Evergreen Specialists
Largest Growers in America
Box 402 Dundee, Illinois

NAPERVILLE NURSERIES

Headquarters for
LINING OUT STOCK

Large Assortment
WELL GROWN—NONE BETTER

See Our Lists Before Buying

NAPERVILLE DuPage County ILLINOIS

NEW PRICE LIST

of
HEMLOCK
ARBOR VITAE
NORWAY SPRUCE
SCOTCH PINE
BALSAM
CANOE BIRCH
SUGAR MAPLE
and other Evergreens, Shade Trees,
Shrubs, Ferns, and Perennials.

GEORGE D. AIKEN
PUTNEY, VERMONT

WE HAVE THEM
You May Want Some

Norway, Sycamore and Silver
Maples; Pin, Red, Mossy Cup,
Catesbaei and Willow Oaks.
Butterfly Bush, Dogwoods, Deut-
zias, Forsythia, Spireas, etc.

Our Trade List is ready.
Get next to one.

Atlantic Nursery Co.
BERLIN, MARYLAND

★
ROSES

Shrubs Cannas
Lining-out Evergreens

Send for Trade-List

The CONARD-PYLE Co.
ROBERT PYLE, Pres. West Grove, Pa.
Established Nurserymen since 1887

Franklin Forestry Co.

Nurseries at
COLRAIN and SUDBURY, MASS.

FOREST NURSERY STOCK
CONTRACT FOREST PLANTING

Send for our catalogue

89 State Street
BOSTON, MASS.

ARBOR VITAE
(*Thuja occidentalis*)

Well Rooted Stock for Lining Out

Quantity	Grade	100	1000
3,000,	8-12 in., TT...	\$15.00	\$120.00
5,000,	4-8 in., T...	5.00	40.00
50,000,	6-8 in., S...	2.50	12.00
100,000,	3-6 in., S...	2.00	10.00

Packing at cost.

 Little Tree Farms 
FRAMINGHAM CENTRE, MASSACHUSETTS

Broad Leaf Evergreens
RARE AND CHOICE CONIFERAE

AZALEAS (Evergreen and Deciduous.)
FLOWERING SHRUBS,
VINES and CLIMBERS

We produce the greatest variety of
Herbaceous Plants and Field Grown
ROSES in America. Ask for our
wholesale price lists.

Bobbink & Atkins

Rutherford, New Jersey

EVERGREENS

SEEDLINGS and TRANSPLANTS
FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."
CHESHIRE, CONNECTICUT

Official Federal Quarantine Announcement

Following is the official notice promulgated July 29, 1929, effective Aug. 1, 1929, by Acting Secretary of Agriculture R. W. Dunlap in Washington, D. C. [A. N. Aug. 1, p. 60; Aug. 15, p. 72]:

Regulation 3. Nursery stock and other plants and seeds, not including, however, those named in Appendix A, which are governed by special quarantines and other restrictive orders now in force, nor such as may hereafter be made the subject of special quarantines, may be imported from countries which maintain inspection (see Appendix B), under permit upon compliance with these regulations:

(1) Bulbs of the following genera: Liliun lily, Convallaria (lily of the valley), Hyacinthus (hyacinth), Tylipa (tulip), and Crocus; and, until further notice, Chionodoxa (glory-of-the-snow), Galanthus (snow-drop), Scilla (squill), Pritillaria imperialis (crown imperial), Fritillaria meleagris (guinea-hen-flower), Muscari (grape hyacinth), Ixia, and Eranthis (winter aconite).

(2) Stocks, cuttings, scions, and buds of fruits for propagation; except that stocks of apple, pear, quince, and Mazzard cherry may not be imported under permit or otherwise after June 30; other fruit stocks, including

Mahaleb cherry and Myrobalan plum, may not be imported under permit or otherwise after June 30, 1931.

(3) Rose stocks for propagation, including Manetti, Multiflora, Brier Rose, and Rosa Rugosa.

(4) Nuts, including palm seeds for propagation.

(5) Seeds of fruit, forest, ornamental, and shade trees, seeds of deciduous and evergreen shrubs, and seeds of hardy perennial plants; except that mango seeds may not be imported under permit or otherwise.

Importations of Nursery stock and other plants and seeds specified in this regulation, from countries not maintaining inspection, may be made under permit upon compliance with these regulations in limited quantities for experimental purposes only, but this limitation shall not apply to tree seeds.

Nurserymen and others affected by federal quarantine against foreign pests met at the headquarters of the New Jersey State Board of Agriculture in Trenton, July 29, to present data to be used in support of the argument that many such quarantines do more damage than the pests against which they are directed.

The conference came as a sequel to a

request made by William B. Duryee, secretary of the state board, that President Hoover appoint a non-partisan commission to study the question of such quarantines in all its phases. The request was made to Secretary Hyde, of the U. S. Department of Agriculture, and it is understood, was rejected. It is hoped to amass sufficient evidence to induce Secretary Hyde to reconsider the question. Secretary Duryee is of the opinion that not infrequently the damage done by the pest is comparatively minor in comparison with the loss caused by quarantine regulations.

While the quarantine against the Japanese beetle has caused tremendous losses, it is felt that those restrictions are more justified than the ones which have been imposed upon Nurserymen in an attempt to check the Asiatic beetle which is reported to have done little damage and that not to evergreens but to lawns. The restriction imposed upon the shipment of Nursery stock, in an effort to eradicate this beetle, is reported to have caused great loss.

Mountain View Floral Nurseries, Inc., is the new name of the Mountain View Floral Company, Portland, Ore. The corporation has capital stock of \$250,000. Assortment of roses in 350 varieties is announced.

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported

Largest Assortment

and largest stock of lining out stock in the United States.

Write for prices or call and see our growing stock.

Onarga Nursery Co.

CULTRA BROS., Mgrs.

Onarga, Illinois

Choice Broad-leaved and Coniferous

EVERGREENS

in Lining out and Specimen Sizes

Special price on small size Nandina domestica and Cedrus deodara. Write for wholesale catalogue and list of rooted cuttings.

T. KIYONO

CRICHTON, ALABAMA

Scotch Grove Nursery

Growers of

EVERGREENS

For

Lining Out

GOOD ASSORTMENT
STANDARD SORTS

Price List on Request—Established 1871

SCOTCH GROVE, IOWA

Japanese Flowering Cherries

GRAFTED CHESTNUTS,
Including Molissima, Blight Resistant Variety
PEAR STOCKS,
Blight Resistant, "Old Home"
PERSIMMONS, WALNUTS, CHERRIES
PURPLE LEAF BIRCH, WEEPING BIRCH,
MAPLES, ELMS, SYCAMORE, POPLARS,
FLOWERING PEACHES,
FLOWERING APRICOTS,
PAUL SCARLET THORNS,
ROSE CUTTINGS and FIELD GROWN ROSES
PECAN SEEDLINGS, DAVIDIANA SEEDLINGS
STOCKTON MORELLO,
An exceptionally good root stock
for early bearing and vigor.

VISTICA NURSERIES CO., Inc.

701 No. Wilson Way STOCKTON, CALIF.

EVERGREENS

Seven million seedlings and transplanted up to 7 ft. Here are a few specials priced for prompt orders.

Black Hill Spruce.....	2-4 in.	\$ 15.00
Norway Spruce.....	6-8 in.	14.00
Norway Spruce.....	8-12 in.	20.00
White Spruce.....	4-6 in.	12.00
Picea pungens glauca.....	4-6 in.	25.00
Silver Fir.....	2 yr.	15.00
Pinus nigra.....	6-8 in.	15.00
Pinus mugho.....	3-4 in.	20.00
Pinus ponderosa.....	4-6 in.	10.00
Pinus sylvestris.....	6-8 in.	15.00
White Cedar, 3 yr.....	2-4 in.	10.00
Norway Spruce.....	10-16 in.	30.00
Norway Spruce.....	18-24 in.	150.00
White Spruce.....	18-24 in.	200.00

Full line Trade List to Dealers only.
FERNDALE NURSERY
LUDVIG MOSBAEK ASKOV, MINN.

1929 PRICE LIST

of Collected

LINING OUT STOCK

Also larger sizes of Hardy Native
TREES, SHRUBS, VINES, FERNS,
BULBS and WILD FLOWERS

L. E. WILLIAMS NURSERY CO.

Exeter, N. H.

EVERGREENS MILLIONS OF THEM

Seedlings—Transplants—Cuttings
Grown under glass

Also Apple Trees, Shade Trees,
Hedgeplants, Shrubs, Vines, Peony.

Send for our latest Bulletin

Sherman Nursery Co.

The largest growers of Evergreens
in the world

Charles City, Iowa

CARR'S EVERGREENS

for

Bedding and Lining Out

M. L. CARR'S SONS

Yellow Springs

Ohio

IF YOU GROW

Lining-Out Stock

You should be represented
in this department regularly.

Write for advertising rate

AMERICAN NURSERYMAN

Chief Exponent of the Trade

Australian Nurserymen Are Under Criticism

At the interstate Citrus Growers' Conference in Melbourne, Australia, a resolution was carried unanimously: "That the State Government be approached with a view to the re-establishment of State Nurseries for the propagation of citrus trees, and that an officer be immediately appointed to carry on the work of bud selection."

The motion was supported by several growers who spoke of unsatisfactory trees, and trees not true to name, from Nurserymen. The manager and secretary, B. S. B. Cook said that growers had lost thousands of pounds through abandonment of the State Nursery some years ago. Had it been in existence, the general average of trees would be truer to type and the fruit of much higher quality.

In these days, says the Seed and Nursery Trader of Australia and New Zealand, when, after experience of government controlled concerns—particularly in Queensland—there is a strong feeling in the community that governments should not compete with private enterprise that the Victorian government is to be approached to commence—or re-commence—a State Nursery for the propagation and sale of citrus trees.

It is a great pity that growers should ever have had cause for complaint with regard to quality of trees and as to their being true to name. Growers have not only a moral right, but a legal right, to protection in this matter, and the courts have shown a clear desire to protect the grower.

The position today is that there are

reputable growers of citrus trees, men of experience and character who take a pride in supplying trees of good quality, well grown and true to name. An evidence of this is seen in the fact that when certified buds were offered in N. S. W. from a responsible source, the supply was unequal to the demand from Nurserymen. However, the new phase has arisen, and the request of the growers will go forward to the Minister for Agriculture, and it will be a responsibility on the part of the trade to justify any action they may take.

Japanese Beetle In Connecticut

Motorists on the main roads out of New Haven, Conn., have been frequently held up by inspectors of the quarantine department of the Connecticut Agricultural Experiment Station in an effort to check the Japanese beetle. All cars containing plants or flowers, certain vegetables and other agricultural products have been looked over for traces of the bright bronze beetle.

Seventy-five men are operating one of the most rigorous quarantines ever laid down in Connecticut, in an effort to keep the bug pest from getting beyond the confines of the restricted area which extends from Greenwich to Hamden and also takes in parts of Hartford and New London.

Ventura, Cal., plans a municipal Nursery to provide trees and shrubs for street planting.

Semi-annual convention of the Oklahoma State Nurserymen's Association will be held in Noble, Okla., Aug. 28-29. Following is the program:

Invocation, Rev. T. A. Fowler, Methodist Church South, Noble. Song, America.

Address of Welcome, G. R. Ransom, Supt. of School, Noble.

Response, J. Frank Sneed, president.
Minutes of Last Meeting, Mrs. W. E. Rey, secy-treas.

Progress of the National Advertising Campaign, C. E. Cary.

Cooperation Between Wholesaler and Retailer, T. A. Milstead.

Dinner served by the ladies of the Methodist Church.

Selling a Customer, N. D. Woods and Elizabeth Geary.

Illustrated Lecture, George R. Phillips, state forester.

Round Table Discussion on Roses and Shrubs.

Prevalent Insect Pests, R. E. Montgomery, state Nursery inspector.

High Points of the National Convention, J. B. Baker, Fort Worth.

Are We As Nurserymen Keeping Abreast in the Business World?, B. C. Hayes. Question Box.

Picnic Supper served by Mrs. C. E. Geary and daughters.

Garden Clubs and What They Are Doing, Mrs. A. J. Williams and Mrs. Guy Y. Williams.

On Aug. 29 there will be a sight-seeing trip to state institutions at Norman, followed by a barbecue in the park at Noble.

Nursery Trade Bulletin

Pennington, N. J., Nurseries have been incorporated, \$25,000.

Washington Evergreen Nurseries, Wilmington, Del., have been incorporated, \$60,000.

Elder & Elder Nurseries is the new name of Elder Brothers & Liggett Nurseries, Indianapolis, Ind.

Dybig Nursery, Colton, S. D., donated bulbs and plants for the first flower show in Flandreau, S. D., last month.

Alfred E. Bents, after a lifetime in the Nursery business, died at his home in Cresco, Ia., recently, aged 79 years.

Little River Nurseries, Miami, Fla., have been incorporated by G. M. Thompson, J. M. Fuzzard and J. G. Thompson.

Tom J. G. Gwin, vice-president of Fruitland Nurseries, Augusta, Ga., has been vacationing in Palm Beach, Fla.

Secretary Alvin Kidwell announces that the summer meeting of the **Kentucky Nurserymen's Association** will be held at Tyler Hotel, Louisville, Aug. 26-27.

Hare & Hare, Kansas City, nationally known landscape architects are plotting a 32-acre tract on West Dodge Street, opposite Fairacres, in Omaha, Neb.

The American Pomological Society will hold its annual convention this year in cooperation with the Virginia State Horticultural Society at Roanoke, Va.

Buildings of the **Pickrell Nursery**, Osceola, Ind., were damaged by fire early this month to the amount of \$6000. Insured. Automobile short circuit.

Robert S. George, Nurseryman, Wheeling, W. Va., in an address at a recent luncheon, advised his audience of the best methods of building terraces and gardens in the yards of homes.

Hollywood, Cal., streets are being bordered with flowering plants produced by the city Nursery. Hibiscus plants to the number of 4,000 were recently planted along the Dixie Highway through the city.

Dr. E. D. Merrill, dean of the California College of Agriculture, leading botanist, has resigned his position at Berkeley to take charge of the New York Botanical Garden, effective Jan. 1, 1930.

Secretary H. J. Rahmlow of the Wisconsin Horticultural Society, Lewis Hanson of **Flowerwood Nursery**, Madison; Dawson Hauser, son of John Hauser of Bayfield, perennial grower and W. A. Dustrude, of **White Elm Nursery**, Hartland, recently motored to Painesville, O., and spent three weeks visiting the Nurseries there.

S. A. Miller, Milton, Ore., Nursery Co., was the guest of John C. Chase on a trip to Derry, N. H., and East Boxford, Mass., after the Boston convention, visiting the tree label plant of the Benjamin Chase Co. and the Harlan P. Kelsey ornamental Nurseries. He obtained a good idea of Massachusetts and New Hampshire scenery in the lowlands.

A Nursery has been established by the park division of the Office of Public Buildings and Public Parks in East Potomac Park, near the Tourist Camp, in Washington, D. C., for Charles Henlock, head of the horticultural division. The Nursery is located in the southwest corner of the area between the tourist camp and the Washington Channel Drive, south of the railroad.

As to Rose Names—At the head of the rose list of the Nursery of **Andre Leroy**, Angers, France, is this announcement: "We decline to propagate varieties whose names are too long or hard to pronounce."

An action to recover \$6332 for advertising brought by Hebrew & Pohlig, Bulletin Building, Philadelphia, Pa., against **Harry S. Betz Nursery Co.**, has been entered in Common Pleas Court in Philadelphia.

Street Planting Trees—W. Fromow & Sons, Windlesham, Surrey, England, Nurseries announce that their stock of ornamental and street planting trees this season is the largest and finest since pre-war days.

Southern State Park Nurseries, Valley Stream, N. Y., \$9000, and **Vernon Greenhouses and Nurseries**, Philadelphia, \$50,000, have been incorporated. **Rathbun Nursery Co.**, Angora, Ind., has trademarked its name.

Dansville Nursery Center—The prominence of Dansville in the Nursery business is made the subject of the leading article in *Once a Month*, published by Livingston County Trust Company, Geneseo, N. Y., in its August issue.

Senator Brewer, of Georgia, has introduced a bill to provide that ornamental Nurseryman, planting or supplying ornamental Nursery stock, shall have a special lien upon such real estate for the work done and stock supplied.

"Tailored" a Model Home—Reinholz Undriz, head of the Staten Island Nursery, landscape artists and Nurserymen, West Brighton, N. Y., personally supervised his workmen in the "tailoring" of the grounds at the Skerbeck Model Home.

Richard M. Wyman of the Framingham, Mass., Nurseries has recently been appointed by the president of the Massachusetts Agricultural College to represent the Nurserymen's interests on the new Horticultural Advisory Committee of that state.

W. D. Plough, of **Columbia-Okanogan Nursery**, Wenatchee, Wash., who was at The Boston convention of the A. A. N. returned to the Coast via the southern states. He planned to visit the 14 Nurseries that sell the Richard Delicious apple trees.

British Nursery Change—J. R. Pearson & Sons, Lowdham, Notts, Nurseries, England, announce that after an active career of more than a century their outdoor Nursery department has been discontinued; only seeds and bulbs will be produced. Reason: Advancing years of the partners.

From a capital of \$20 and a lot 25 x 25 the **Crawford Nursery**, Coral Gables, Miami, Fla., has grown to a property of six lots 50 x 100 feet. This Nursery supplied Coral Gables with plants and furnished all its older trees and shrubs. The guiding force has been Mrs. Thomas Crawford, wife of the local cemetery superintendent.

"No cause for action," was the decision of Dan T. Burke recently, that terminated the long drawn-out suit of John Elser, 9 Wurz Avenue, Utica, N. Y., traveling Nurseryman, against Mrs. Pearl Powell, Marcy, N. Y., who is also in the Nursery business, for \$200 claimed due the plaintiff for planting trees on the defendant's farm.

A White Strawberry—W. E. Rosen, a merchant of Jamestown, Ind., reports having a white strawberry in his garden, the plant growing to a height of 12 to 15 inches and bearing fruit until the middle of July. From the original plant he found in Virginia he has cultivated a large plot. He says the plant is harder than the ordinary strawberry, is prolific in bearing fruit, of high flavor and will not curd cream.

Landscape Design: An Introduction To the Study. Revised Edition. By Henry V. Hubbard and Theodora Kimball; large 8vo. pp. 419; 40 drawings; 35 halftone engravings; 6 tail pieces. Published by The Macmillan Co. Sent postpaid for \$6.20 by American Fruits Pub'g. Co.; Rochester, N. Y.

For 12 years this book in the 1917 edition has been in wide use as a resume of the whole art of landscape architecture, combining to an unusual degree "stimulating theoretic discussion and practical instruction." The text and references have been brought down to date, with new index and bibliography, making it a valuable reference book to which to refer in solving landscape problems.

The attention of Nurserymen has repeatedly been directed of late to the fact that, in keeping with the rapid advance of interest in landscaping effects the functions of design have proved to be a necessary and legitimate merchandising feature; that the Nurseryman is expected by the planting public to be so informed as to serve as councillor in planting matters. That this has been appreciated for years by progressive members of the Nursery trade and is being realized more and more by all Nurserymen is evidenced by the demand upon the offices of the **American Nurseryman** for books relating to all phases of landscape architecture from simple practice for the small property to the elaborate treatment required for large estates. It is recognized that in increasing degree, the Nurseryman who supplies the material is the logical factor in the planting and care thereof according to best arrangement for pleasing results. The value of the book under consideration is clearly indicated by its title. It is not a book of rules automatically to produce good design; for the authors declare there are no such rules and that no esthetic theory is final. What has been done is to discuss the various materials of which landscape compositions are made; and then, to make this discussion definitely useful, to treat at some length certain examples of the problems of the modern landscape designer, presenting in the appendix a series of plans of actually constructed work.

It will be seen that **Landscape Design** is a book of great value to the Nursery concern which aims to produce original effects. Through the study of the subject with this guide the Nurseryman should be able to apply his knowledge acquired from text books and practice to such a degree as to make his work stand out by reason of its individuality. Chapter headings include theory of landscape design; taste, ideals, style and character; natural forms as elements; design of structures in relation to landscape; types of landscape designs (the garden, the estate, land subdivision for residential purposes; landscape parks and reservations). A chapter on the professional practice of landscape architecture in America will not be out of place in the hands of the Nurseryman, since some information on this subject can be of value as enabling the producer of landscaping material to cooperate more fully in cases where professional services are separately employed. Indeed this chapter should be of special interest to the commercial artist. Prof. Hubbard's experience in the chair of landscape architecture in Harvard University (the work being dedicated to fellow students at Harvard) adds strength to opinions and discussions. The drawings, engravings, selected list of references and copious index are prime features.

E. P. BERNARDIN Parsons Wholesale Nurseries

PARSONS, KANSAS

Established 1870

Specialties

Amoor River North Privet, 2 yr.,
2-3 and 3-4 ft., well branched.

Bungei Catalpa, 4½-8 ft. stems.

Lombardy Poplar, 5-6 to 10-12 ft.

Thurlo Willow, 5-6 to 10-12 ft.

Lonicera Bella Albida, 2-3 to 5-6
ft.

Deutzia Pride 2-3 to 5-6 ft.

Foraythia Asst., 2-3 to 4-5 ft.

Tamarix Asst., 2-3 to 5-6 ft.

Purple Wisteria, 2 & 3 yrs.

EVERGREENS—Biotas and Jun-
ipers, in good supply.

Early Harvest B. B. root grown
plants.

Long list of Ornamentals in gen-
erous supply.

SCARFF'S Nursery

Headquarters for
Small Fruit Plants
And Lining Out Stock

Strawberries
Raspberries
Dewberries
Blackberries
Elderberries
Currants
Gooseberries
Grape Vines
Asparagus
Horseradish
Rhubarb

Hardwood Cuttings
Iris
Spiraea in variety
Privet
Hydrangea P. G.
Mallow Marvel
Barberry Seedling
Peonies
Honeysuckle
Euonymus Radicans
Philadelphus Grand

Our list quotes lowest prices

W. N. SCARFF'S SONS
NEW CARLISLE, OHIO

Commercial Nursery Co. Decherd, Tennessee

We expect to have our usual sup-
ply of

**FRUIT TREES, SHRUBS and
ORNAMENTAL STOCK**

Also

**PAPER SHELL PECANS,
JAPAN PERSIMMONS, FIGS,
and SHADE TREES of all kinds.**

Write us for prices.

"We Ship 'Em Quick"

**HARDY SHRUBS, ROSES, PRIVETS, FRUIT
TREES, GRAPE VINES and SHADE TREES.
CUT LEAF WEEPING BIRCH, A SPECIALTY.**

Champion Nurseries
PERRY, OHIO

At Last--A Bargain in Hemlock

It is a fine art to get a good stand of Hemlock from seed. And another to get them transplanted without great loss. After that it's comparatively easy. We have had good luck and are passing it on:

TSUGA CANADENSIS	(100)	(1000)
50,000 4 to 8 inches transplanted.....	\$10.00	\$ 60.00
4,000 10 to 15 inches twice transplanted.....	50.00	395.00

WHITE SPRUCE (Picea alba)		
15,000 12 to 18 inches transplanted.....	9.00	70.00
5,000 18 to 24 inches transplanted.....	12.00	95.00

COLORADO SPRUCE (Field run)		
10,000 12 to 15 inches transplanted.....	18.00	125.00
2,000 10 to 12 inches twice transplanted....	35.00	300.00

(Write for our Autumn Bargain List)

KELSEY NURSERY SERVICE

Fifty Church Street, New York City



CATALOGS

Are you satisfied with your present catalog? We are producers of some of the most successful catalogs in the country. Write and get our ideas before placing your order for your 1929 catalog. Glad to send you samples without obligation.

The L. W. Ramsey Company

Advertising for Nurserymen

430 Union Bank Bldg. Davenport, Iowa

LOOK! LOOK! LOOK!

We are making a specialty of
American Sycamore Seedlings
We have them in all grades, fine
thrifty stock, also

Amoor River North Privet
any size, well branched and well
graded. Please get our prices at
once.

The Park Nursery Co.

TAYLOR PERRY

PLEVNA, ALABAMA



Field-Grown
Winter Harvested
**HOWARD
ROSE COMPANY**
Hemet, California

ORIENTAL PLANES

up to 4 inches

THE DAISY HILL COMPANY
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AMERICAN FRUITS

[Reg. U. S. Pat. Off.]

Elmer Bros., San Jose, Cal., large producers of fruit trees and rosebushes has been incorporated into a half-million dollar corporation. Ten thousand shares of class "A" convertible stock has been issued. The issue is the first step in a program of expansion which will probably include the establishment of a branch office in New York City and other eastern points.

The company has had an interesting history, having been founded in 1909 with a borrowed capital of \$60. In 1911 a co-partnership was formed, the principals being Leon H. Elmer and W. M. Elmer. The business has been operated entirely from profits and now shows a net value of approximately \$350,000.

The company has specialized in fruit trees and roses, having under development at this time over 600,000 fruit trees and 1,500,000 rose bushes. The rose bushes are

sold at wholesale only and the fruit trees at both wholesale and retail.

The net income of the company in 1927 was \$42,426.93, in 1928 it was \$58,135.65. The figure for the first six months this year has been \$41,302.65. The board of directors has agreed that no dividends will be declared on the class "B" stock for one year and then not until 18 months' dividends on the class "A" convertible stock has been set aside.

Leon H. Elmer is president and manager and W. M. Elmer is vice-president of the company. On the board of directors are E. O. Elmer, secretary and treasurer; Ritchie L. Dunn, president of the American Biscuit Company; Bradley Clayton, president of the James A. Clayton Company and director of the First National Bank.

Total Apple Production

Though total apple production has declined slightly since 1917, commercial production has steadily increased. Moreover, carlot shipments have increased at an average of 4,600 carloads a year since 1918, and movements by motor truck have grown considerably. Increased production per tree has largely offset the decline in the number of trees. The department expects further increases in commercial apple production during the next few years, accom-

panied of course by an increase in the domestic demand resulting from population growth. The rate of increase, according to the department, will be less than it was during the last ten years. The future appears somewhat brighter for the real commercial grower who is favorably located and who produces apples of high quality at low cost.

U. S. Apple Orchards

Results of Federal Government Survey

In twelve of the last fifteen years the average farm price of apples has been below the general pre-war wholesale price level of all commodities. As the result, millions of apple trees have been removed and others have been neglected. From 1910 to 1925 the number of apple trees in the United States decreased nearly 40 per cent. Notwithstanding the decline in the number of apple trees, production of apples has been practically maintained. These are some of the important facts noted by the U. S. Department of Agriculture in an analysis of the prospects of the apple industry. Recent changes and present tendencies, the department indicates, promise a better approach to stability in the industry, but with the number of trees now planted, commercial production is expected to continue at a high level for several years.

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Double Hollyhocks, Coreopsis, Lypinus, Gaillardia, Canterbury Bells, Fox Gloves, Hardy Pinks, Oriental Poppies, Shasta-Daisies, Columbine, Gypsophila, Pyrethrum, Hardy Cornflowers, Scabiosa, Giant Hibiscus, Lythrum, Rose, Tritoma (Red Hot Poker), Physalis (Chinese Lantern), Hardy Alyssum, Delphinium Belladonna Bellamossa and Gold Medal, Sweet Williams, Helenium, Wall-Flowers, Achillea the Pearl, strong seedlings, ready to transplant, 75c per 100; \$5.00 per 1000.

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NEW JERSEY NURSERYMEN'S ASSOCIATION

Fred D. Osman, New Brunswick, Secy.

Extension of quarantine areas to stop the march of Japanese beetles against plants in Delaware and nearby points, received the serious attention Aug. 14, of the Eastern Nurserymen's Association in session at the Oak Grove of the Lovett Nurseries in Milford, Del., following luncheon at the new Windsor Hotel. John J. Humphreys, Chestnut Hill, Pa., president of the association, presided.

T. J. Headlee, federal entomologist, spoke on the beetle pest and told the Nurserymen that if they wished to carry on a national business they should keep in closer touch with the government for the purpose of learning the latest treatment to prevent the spread of beetles and what was necessary in order that their stock might be shipped from infected areas.

He told them that if their land was treated with arsenate of lead for a depth of about four inches, using 1500 pounds to the acre, the beetle grubs would be killed in about eight weeks. They had found no soil which would not respond to the arsenate of lead treatment except the bog soil in certain parts of New Jersey. If soil is properly treated, he said, there will be no difficulty in shipping stock.

R. H. Bell, of the Agricultural Department was co-operating with the government in

preventing the spread of the beetle pest and also aiding the Nurserymen in meeting requirements.

C. H. Hadley, of the Federal Control Department, said that beetles had been found from Boston, Mass., to Cambridge, Md., and as far west as Williamsport, Pa. Scouts were out as far west as Kansas City and as far south as Louisville, Ky., for the purpose of ascertaining if any beetles were in those directions. He told how Nursery stock could be shipped if the conditions of the government were complied with.

President Humphreys declared that he did not believe it was possible to eradicate the beetle, but it is possible to keep the pest under control and he did not believe that conditions were as bad as pictured.

Dr. L. W. Smith, of the Federal Research Bureau, urged the Nurserymen to keep in touch with the research work being carried on. He spoke of the use of arsenate of lead and said that no land had been found which it would harm, but he would not advocate it for all kinds of land.

The Nurserymen made subscriptions amounting to \$1100 to carry on the work of the association.

New Jersey May Take Heart—Restrictions of the U. S. Department of Agriculture, which has imposed six quarantines upon the plant life of New Jersey, would indicate that the state is the victim of more pests of nature than any other region of the United States except New England, says an A. P. despatch from Washington, D. C. The state is the center of that baffling species of na-

AMERICAN ASSOCIATION OF NURSERYMEN

Chas. Sizemore, Louisiana, Mo., Secy.

The following new members have been taken into the American Association of Nurserymen:

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Kansas Landscape & Nursery Co., Salina, Kan.
Montgomery Nurseries, H. A. Seubert, Montgomery, O.
Upper Bank Nurseries, F. R. Furness, Prop., Media, Pa.

First of the collateral invitations in connection with the occasion of the A. A. N. convention in Minneapolis next July is that of the Northern Pacific R. R. Co., which suggests a post convention tour to Yellowstone National Park, as a climax, the cost thereof being declared only "slightly additional" to the Minneapolis trip.

ture's scourge, the Japanese beetle, and likewise is in the heart of white-pine blister-rust quarantine. Nevertheless, those to whom New Jersey is known as the Garden State may take heart in the assertion of the Washington horticulturists that the rest of the pests attacking the plant life of the state are of only minor importance and not widely prevalent.

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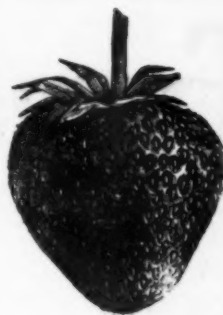
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Let us quote you on Fruit tree seedlings, Chinese Elm seedlings, not bed grown but field grown in thin rows, therefore heavily calipered.

Birch, Cut Leaf
Box Elder, Variegated
Catalpa Bungei
Elm, American
Elm, Moline
Elm, Chinese
Locust, Honey

Locust, Pink
Maple, Globe Norway
Maple, Schwedleri
Maple, Variegated Leaf
Mountain Ash, European
Poplar, Bolleana
Prunus Bireiana, Red leaf plum

Prunus Triloba
Sycamore, European

SHRUBS
Almond, Pink Flg.
Tamarix Hispida

Carload rates to some point near you.

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1855 1930

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BLACK HILL SPRUCE—Our supply of Black Hill Spruce for Fall of 1929 and Spring of 1930 is the largest stock that we have had for several years. We can assure our customers of the extra fine quality of these trees. They are a mighty thrifty lot.

	Each	Each		Each	Each		Each	Each
	100	1000		100	1000		100	1000
<i>Abies arizonica</i>			<i>Juniperus sabina von ehron</i>			<i>Pinus thunbergi</i>		
2-4 inch 0.....	10c	9c	Grafts, 1 year.....	65c	....	6-8 inch 0.....	3½c	2½c
<i>Abies balsamea</i>			<i>Juniperus scopulorum</i>			<i>Pseudotsuga douglasii</i>		
6-8 inch x.....	8c	7c	6-8 inch 0.....	6½c	5c	8-10 inch xx.....	15c	14c
<i>Abies concolor</i>			10-12 inch xx.....	20c	10c	10-12 inch xx.....	20c	19c
4-6 inch 0.....	5c	4c	<i>Juniperus squamata meyeri</i>			12-15 inch xx.....	25c	24c
8-10 inch x.....	25c	24c	Grafts, 1 year.....	65c	....	<i>Taxus cuspidata</i>		
<i>Abies homolepis</i>			<i>Juniperus virginiana cannarti</i>			4-6 inch x.....	20c	19c
2-4 inch 0.....	6c	5c	Grafts, 1 year.....	45c	....	6-8 inch xx.....	35c	....
<i>Abies veitchii</i>			<i>Juniperus virginiana elegantissima</i>			<i>Taxus cuspidata nana</i>		
2-4 inch 0.....	5c	4c	Grafts, 1 year.....	55c	....	6-8 inch x.....	20c	19c
<i>Cedrus Atlantica</i>			<i>Juniperus virginiana glauca</i>			<i>Thuja occidentalis</i>		
4-6 inch x.....	10c	9c	Grafts, 1 year.....	45c	....	6-8 inch xx.....	7c	6c
<i>Cedrus deodara</i>			<i>Juniperus virginiana Kosteri</i>			10-12 inch xx.....	10c	9c
6-8 inch x.....	8c	7c	8-10 inch xx.....	30c	27½c	12-18 inch xx.....	17½c	16½c
8-10 inch x.....	10c	9c	<i>Juniperus virginiana pyramidalis</i>			<i>Thuja occidentalis douglasii aurea</i>		
<i>Cedrus libani</i>			Grafts, 1 year.....	50c	....	10-12 inch xx.....	25c	24c
4-6 inch x.....	8c	7c	<i>Juniperus virginiana schottii</i>			<i>Thuja occidentalis douglasii pyramidalis</i>		
<i>Chamaecyparis pisifera filifera</i>			Grafts, 1 year.....	45c	....	6-8 inch xx.....	15c	14c
6-8 inch x.....	12c	11c	<i>Larix europea</i>			8-10 inch xx.....	20c	19c
<i>Juniperus chinensis</i>			8-10 inch 0.....	3½c	2½c	<i>Thuja occidentalis globosa</i>		
6-8 inch 0.....	8½c	7½c	<i>Picea canadensis</i>			6-8 inch xx.....	10c	9c
6-8 inch xx.....	12c	10c	4-6 inch 0.....	3½c	2½c	8-10 inch xx.....	12c	11c
<i>Juniperus chinensis albobariegata</i>			10-12 inch x.....	9c	8c	<i>Thuja occidentalis hoveyi</i>		
Grafts, 1 year.....	50c	....	12-18 inch xx.....	22½c	20c	10-12 inch xx.....	8½c	7½c
<i>Juniperus chinensis pfitzeriana</i>			<i>Picea canadensis albertiana</i>			<i>Thuja occidentalis pyramidalis</i>		
8-10 inch xx.....	25c	24c	6-8 inch xx.....	10c	9c	8-10 inch xx.....	13c	12c
10-12 inch xx.....	30c	29c	8-10 inch xx.....	12c	11c	10-12 inch xx.....	16c	15c
<i>Juniperus chinensis pyramidalis blue</i>			<i>Picea excelsa</i>			12-18 inch xx.....	35c	32½c
Grafts, 1 year.....	50c	....	6-8 inch 0.....	3c	1½c	18-24 inch xx.....	40c	35c
<i>Juniperus chinensis pyramidalis green</i>			8-10 inch x.....	7½c	7c	2-2½ feet xx.....	60c	55c
Grafts, 1 year.....	50c	....	10-12 inch x.....	10c	9c	<i>Thuja occidentalis rosenthalii</i>		
<i>Juniperus chinensis sargentii green</i>			10-12 inch xx.....	12c	11c	6-8 inch xx.....	17½c	16½c
Grafts, 1 year.....	50c	....	<i>Picea polita</i>			<i>Thuja occidentalis wariana</i>		
<i>Juniperus communis</i>			2-4 inch 0.....	3½c	2½c	6-8 inch xx.....	13c	12c
6-8 inch 0.....	4c	3c	<i>Picea pungens</i>			8-10 inch xx.....	15c	14c
<i>Juniperus communis depressa</i>			6-8 inch 0.....	5c	4c	<i>Thuja occidentalis woodwardi</i>		
6-8 inch 0.....	4c	3c	8-10 inch x.....	13c	12c	8-10 inch xx.....	15c	14c
8-10 inch xx.....	20c	....	10-12 inch x.....	17c	16c	10-12 inch xx.....	35c	34c
<i>Juniperus communis depressa aurea</i>			<i>Pinus montana uncinata</i>			<i>Thuja orientalis aurea nana</i>		
Grafts, 1 year.....	40c	....	10-12 inch xx.....	15c	14c	6-8 inch x.....	15c	14c
<i>Juniperus communis depressa plumosa</i>			<i>Pinus mughus</i>			<i>Thuja orientalis bonita</i>		
6-8 inch x.....	20c	19c	4-6 inch xx.....	10c	9c	6-8 inch x.....	15c	14c
<i>Juniperus communis hibernica</i>			6-8 inch xx.....	14c	13c	<i>Thuja orientalis compacta</i>		
8-10 inch x.....	10c	9c	8-10 inch xx.....	27½c	25c	6-8 inch x.....	12c	10c
10-12 inch x.....	13½c	12½c	<i>Pinus nigra</i>			<i>Thuja orientalis conspicua aurea</i>		
<i>Juniperus excelsa stricta</i>			6-8 inch 0.....	5c	4c	6-8 inch x.....	25c	24c
6-8 inch xx.....	20c	19c	8-10 inch x.....	9c	8c	<i>Thuja orientalis elegantissima</i>		
<i>Juniperus horizontalis douglasii</i>			10-12 inch xx.....	25c	24c	4-6 inch x.....	20c	19c
6-8 inch xx.....	20c	19c	<i>Pinus ponderosa scopulorum</i>			<i>Thuja orientalis pyramidalis</i>		
<i>Juniperus japonica</i>			10-12 inch x.....	8c	7c	6-8 inch x.....	12c	11c
Grafts, 1 year.....	45c	....	<i>Pinus strobus</i>			<i>Thuja orientalis pyramidalis</i>		
8-10 inch xx.....	35c	....	6-8 inch x.....	7c	6c	8-10 inch x.....	15c	14c
<i>Juniperus japonica sylvestris</i>			10-12 inch xx.....	20c	19c	<i>Tsuga canadensis</i>		
4-6 inch x.....	15c	14c	12-18 inch xx.....	30c	29c	6-8 inch x.....	12c	11c
<i>Juniperus sabina</i>			<i>Pinus sylvestris</i>			8-10 inch xx.....	20c	19c
8-10 inch xx.....	20c	19c	4-6 inch 0.....	3c	2c	1-1½ feet xx.....	37½c	35c
<i>Juniperus sabina horizontalis</i>			8-10 inch x.....	7c	6c			
Grafts, 1 year.....	45c	10-12 inch xx.....	15c	14c			

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